

## **Compliance Matrix**

**Requirement:** Complete the Compliance Matrix (Attachment 4) with a high-level summary description of the detailed information included in the respondent's proposal.

As required, we have completed the Compliance Matrix by writing a high-level summary description of the detailed information included in our proposal.

### **2.1 Respondent Confidential Information**

**Requirement:** Subject to 5 USC 552 (Freedom of Information Act), information submitted in a respondent's proposal shall not be deemed confidential, with the exception of financial information (Section 2.0), pricing information (Section 10.0) and trade secrets.

We understand that our proposal is subject to 5 USC 552 (Freedom of Information Act) and that information submitted in our proposal shall not be deemed confidential with the exception of financial information, pricing information, and trade secrets.

**Requirement:** Submit a copy of their proposal with confidential information deleted that follows the same outline as described in Section 2.0 with the same information appearing on the same page.



As clarified in the NANC Working Group's answers, dated March 19, 1997, to Bidders' questions, we will submit on May 2, 1997 one (1) redacted version of our proposal with confidential information deleted. This version of our proposal will follow the same outline as described in Section 2.0 with the same information appearing on the same page.



**3.0 NANPA QUALITIES AND ATTRIBUTES****HIGHLIGHTS**

- Personnel possess the skills, qualities and attributes to deliver high quality, fair, and impartial NANPA services
- Full understanding of industry guidelines and regulations
- Strong program management experience ensures seamless transition and implementation of NANPA services
- Competent spokesperson for representing industry decision to the public, regulatory agencies, and governmental bodies

*Lockheed Martin's personnel possess the experience and skills necessary to deliver responsive, high-quality, fair, and evenhanded NANPA and Billing and Collection services.*

As the telecommunications industry's leading neutral third party database administrator, we know what it takes to provide complete, high quality, and evenhanded service. We are proposing a NANPA organization that makes sense, is streamlined, comprises the right skill sets (qualities and attributes) and personnel. As detailed in Section 3.1 below, experienced Lockheed Martin staff have been identified and assigned to all key management positions. Supporting our management team are professional and capable staff skilled in database administration, customer service, computer system and software support, and administrative operations.



After successfully transitioning and implementing many groundbreaking state, local, and private programs and initiatives during the past decade, we have oftentimes found that personnel from former organizations would like to transfer and work for Lockheed Martin. We clearly recognize the potential benefits that can be derived from hiring qualified employees from former organizations and will thoughtfully consider all applications from such individuals to augment our proposed NANPA personnel.

Our personnel have the required attributes and experience—project management, industry liaison, quality assurance and control, security provisioning, computer hardware and software development and data center operations, NANP number resource knowledge, financial management and accounting—to provide efficient, courteous, and responsive NANPA and Billing and Collections service. Specifically, in the remainder of this section (3.0), we describe the managers and staff members who have the required qualities and attributes and will perform the diverse set of NANPA and CO code administration functions, such as:

**Telecommunications Network and NANP Number Resource Knowledge—**

**[REDACTED]** will be knowledgeable in the allocation of numbering resources and regulations (NANP, INC guidelines, local dialing plans) to effectively assign and administer numbering resources.



**Information Resource—**

[REDACTED]

will also act as an information resource for the industry—NANP, INC, NANP Administration, ITU Recommendation E.146)—concerning number resource issues.

**NANPA Computer Hardware and Software—**

[REDACTED] will be able to develop, operate, and maintain the computing systems to administer the NANP and perform billing and collection activities.

[REDACTED]

[REDACTED]

**Management Skills—**

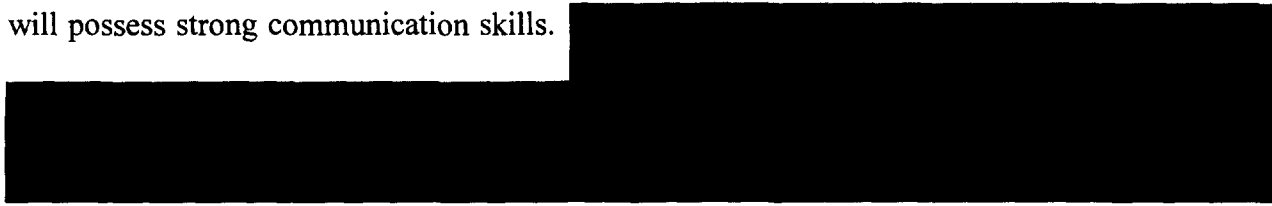
[REDACTED] As evidenced by their resumes, our management staff has many of years of experience in operations and staff management.

**Project Management Skills—**NANPA project management, which includes the ability to manage NPA relief planning efforts and completion of the COCUS,

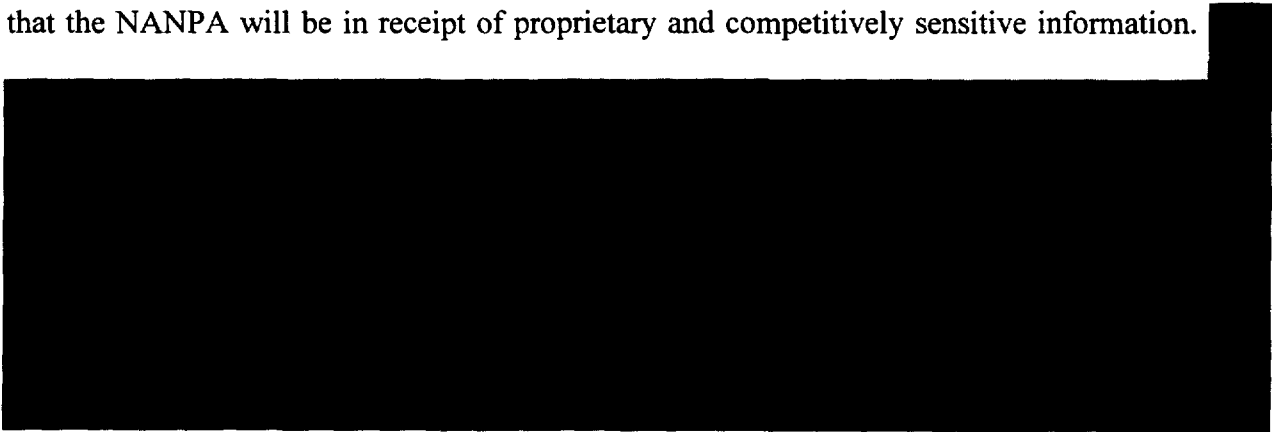
[REDACTED]




**Interpersonal Communication and Negotiation Skills**—Individuals who represent the NANPA at public meetings, industry forums, and industry committees, and in front of regulators will possess strong communication skills.



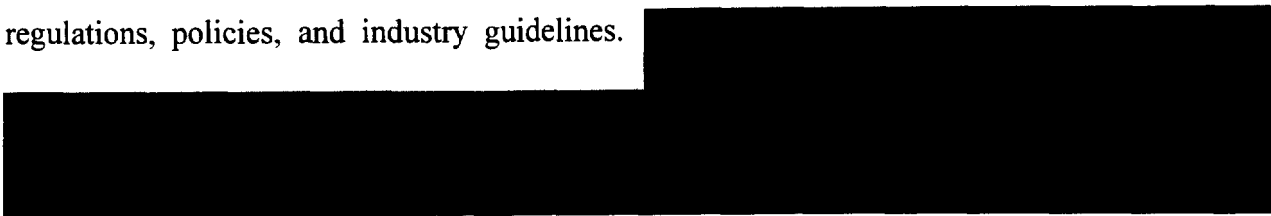
**Proprietary Data and Competitively Sensitive Information Management**—We understand that the NANPA will be in receipt of proprietary and competitively sensitive information.



**Public Relations Skills**—A major responsibility of the NANPA will be to represent the decisions made by the industry to the public and regulatory bodies, oftentimes explaining complex numbering issues and the reasons behind the selection of a particular NPA relief method.



**Compliance Resources**—A major responsibility of the NANPA is the compliance with laws, regulations, policies, and industry guidelines.



### **3.1 RESUMES**

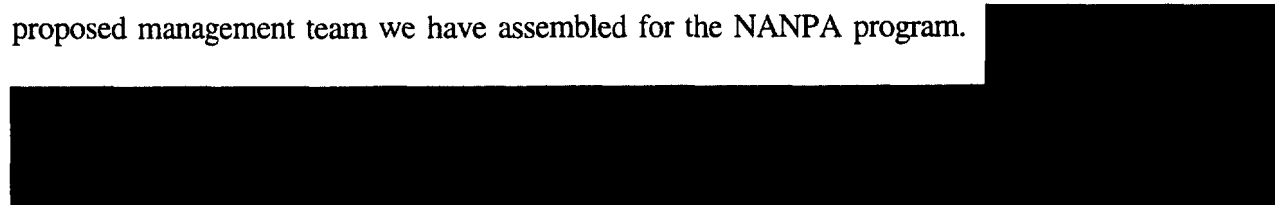
*The Lockheed Martin management team comprises qualified individuals with the telecommunications and project experience and functional expertise to ensure successful administration of the North American Numbering Plan.*

The North American Numbering Council (NANC) seeks a contractor that can provide efficient, secure, reliable, and risk-free administration of the North American Numbering Plan. Central to realizing this objective is the assignment of highly-qualified personnel who will ensure that the contractor meets all of NANC's performance requirements and objectives.

Lockheed Martin is a world leader in providing state-of-the-art solutions in extremely visible, high-pressure environments. Our recognized ability to build successful partnerships with private and public sector clients relies heavily on our practice of identifying and assigning the right people for the job at hand.

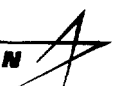
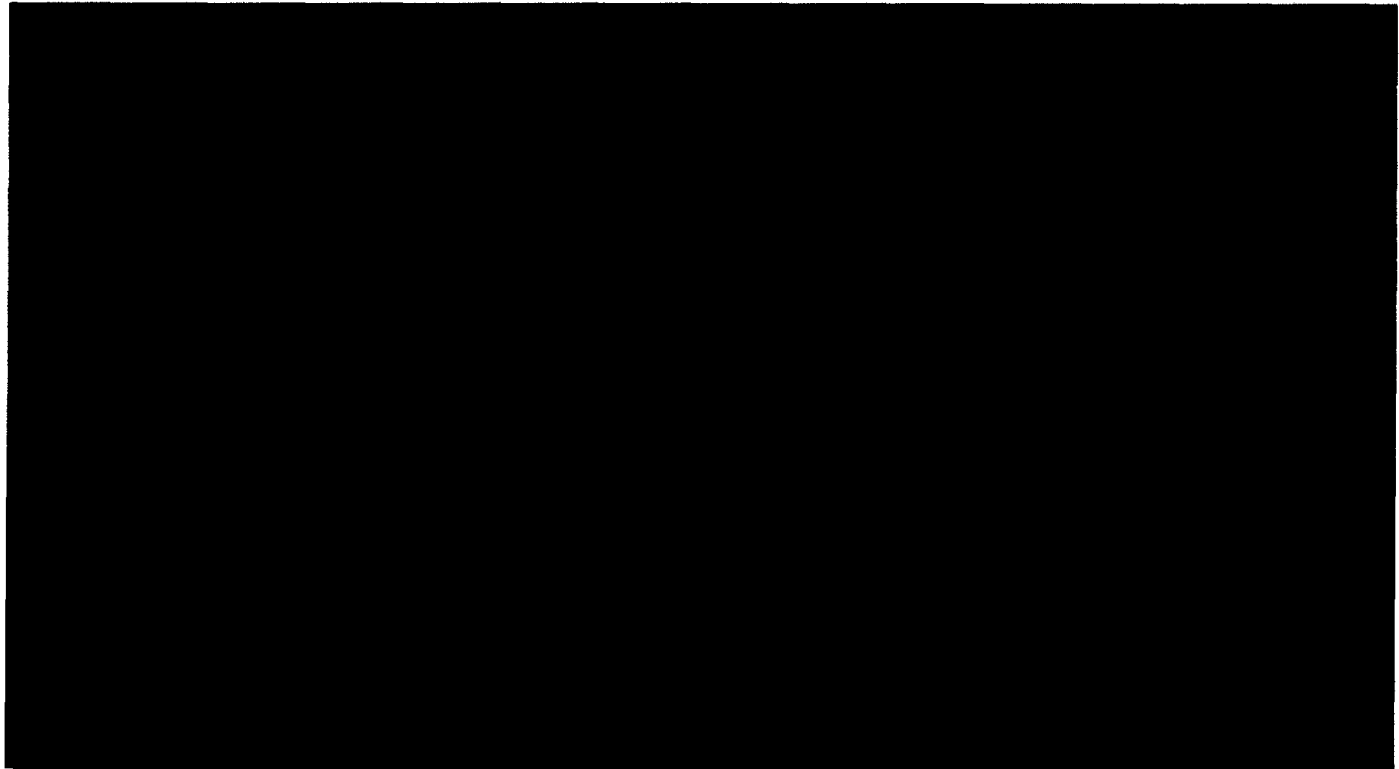


Our proven approach of matching project functions with individual talents is readily apparent in the proposed management team we have assembled for the NANPA program.



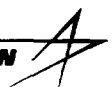
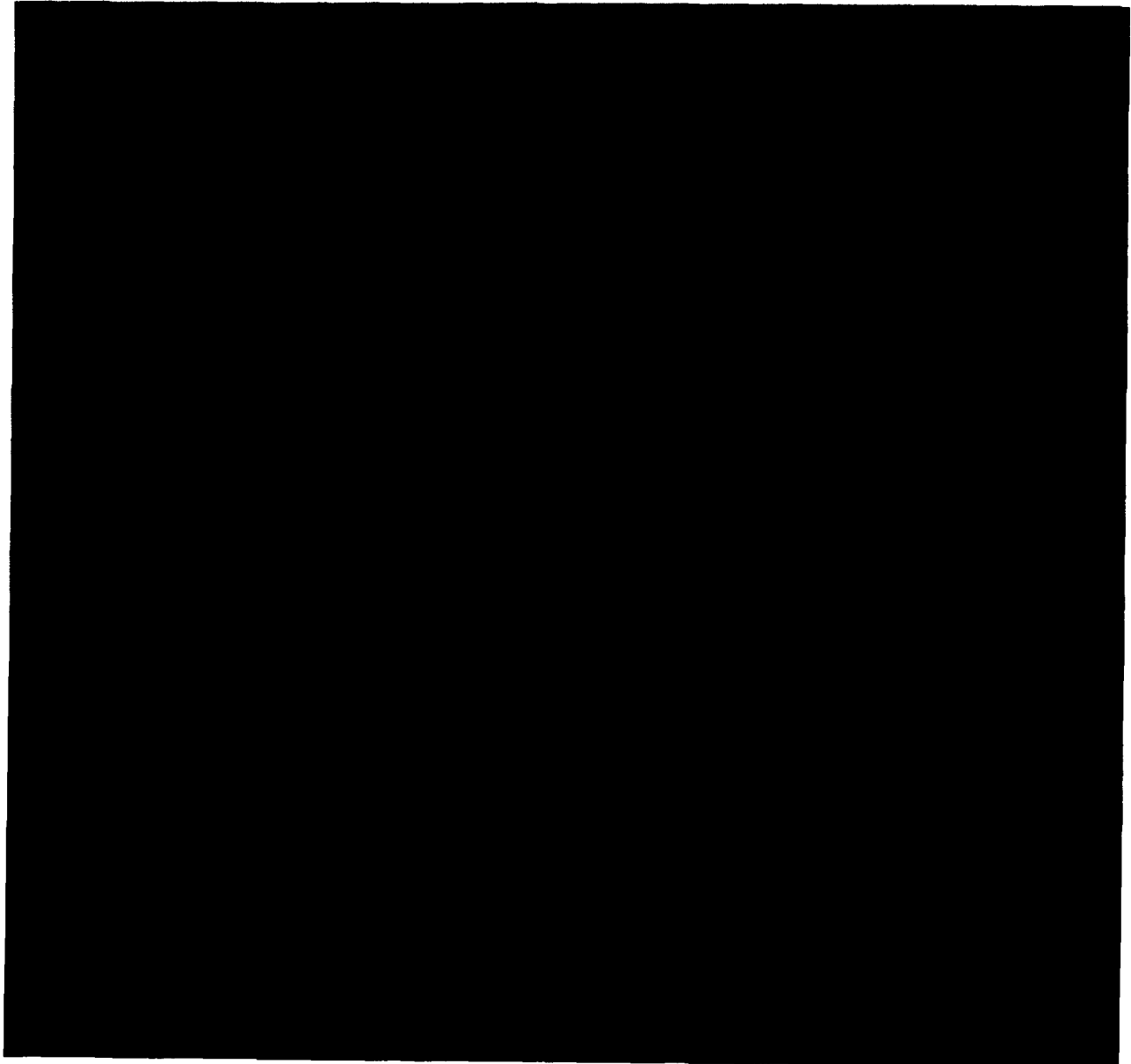
With our experiential depth, the Lockheed Martin Team provides ideal match-ups with the skills and functions required to deliver the North American Numbering Plan Administration operation that the NANC envisions.

Exhibit 3-1 shows the organizational placement of Lockheed Martin's key NANPA managers.





**Requirement:** Shall provide a current and projected list of personnel and subcontractors who would perform the NANPA functions and a resume of each person which provides evidence of the capabilities and attributes identified above.



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